

## 2026 NYBPC MV Regional Competition - Schedule

### Sign-in and Breakfast

**Time:** 8:30 - 9:00 am

**Location:** Kunsela A129

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### Opening Remarks

**Time:** 9:00 - 9:25 am

**Location:** Kunsela A129

**Speakers:** Jim Staihar, Executive Director, NYSTEC Business Center of Excellence; Jasminka Husic, CFO, NYSTEC; Hilarie Lynn, Vice President, M&T Bank; Sarita Ruiz, Owner, Casa Ruiz LLC dba Sarita's Food

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### Panel Discussion

**Time:** 9:25 - 9:45 am

**Location:** Kunsela A129

**Title:** What Constitutes an Effective Venture Pitch?

**Moderator:** Son Tran, Assistant Professor, Management, Communication and Design Department, Director of the Steps for Success! Entrepreneurship Program, SUNY Cobleskill

**Panelists:** Ryan Miller, Director, thINCubator; Ujjwal Rai, Business Advisor, Mohawk Valley SBDC; James Willey, Business Advisor, Mohawk Valley SBDC

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### Pitches - Morning Session

**Time:** 9:45 - 11:45 am

**Locations:** Cluster 1 (Food and Agtech) in Kunsela A129; Cluster 2 (Learn, Work & Live) in Kunsela C108; Cluster 3 (Products & Hardware) in A133; Cluster 4 (Software & Services) in C112

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### Keynote Luncheon

**Time:** 11:45 am - 1:00 pm

**Location:** Kunsela A129

**Title:** Entrepreneurship in the Mohawk Valley

**Keynote Speaker:** Frank Giotto, CEO of Giotto Enterprises and Founder of Fiber Instrument Sales, Inc.

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### Pitches - Afternoon Session

**Time:** 1:00 - 3:00 pm

**Locations:** Cluster 1 (Learn, Work & Live) in Kunsela A129; Cluster 2 (Learn, Work & Live) in Kunsela C108; Cluster 3 (Products & Hardware) in A133; Cluster 4 (Software & Services) in C112

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### Judging Deliberations

**Time:** 3:00 - 4:00 pm

**Location:** Kunsela A119

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### Announcement of Winners

**Time:** 4:00 - 4:45 pm

**Location:** Kunsela A129

**Speaker:** Rafael Romero, Interim Dean, College of Business, SUNY Poly

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### Closing Reception

**Time:** 4:45 - 5:30 pm

**Location:** Kunsela Doolittle Reception Area (Gannett Gallery)